

Politics and the bench do not work together toward honesty and justice.—Secretary Garrison.

Honolulu Star-Bulletin

HONOLULU STAR-BULLETIN, THURSDAY, SEPTEMBER 16, 1915.

SPORTS, CLASSIFIED AND SHIPPING SECTION

NINE

HONOLULU TRAVELER IMPRESSED WITH CLEANLY WESTERN CITIES

W. R. Farrington Points Out the Value of Attractive "Front Yards" to Visitors Who Pass Towns on Railroads—Finds Oregon and North Dakota Ahead of Montana—Americans are Seeing America First This Year Instead of Europe

[W. R. Farrington, general business manager of the Star-Bulletin, in the following excerpts from his informal "kept" journal on a mainland tour tells something of the Northwest and of people and conditions noticed en route to the eastern seaboard.]

August 19, On the Road in North Dakota. Somewhere West of Bismarck:

This town of Bismarck, by the way, appreciates the value of keeping your front yard cleaned up. This represents real value. One does not appreciate it fully, or at least this one has not, until he travels from state to state or town to town and gauges the favorable or other impressions.

I was much pleased with the appearance of the towns in Southern Oregon along the line of the Southern Pacific. I shall be long in forgetting the very pleasing impression gained from the well-kept streets, station, store and all else seen from the station of Medford, Ore. Nor shall I soon forget the dreary, forsaken and unkempt condition of Helena, the capital of Montana, as seen from the station. Helena, the God forsaken, is the first thought that came to mind, in contrast to Helena, the Billings, Montana, which seems a very live town.

At the Helena station I asked a good-natured looking man as to the state of the town.

"Well," said he, "I ain't living here. I'm from Kansas and up here visiting relatives. They say the town has 20,000, but I think they doubled it."

I think so, too, judging from what I could see from the station.

Moral: Clean up your front yard if you wish to establish a reputation for prosperity and the cleanliness that is next to godliness.

Oregon, as one approaches Portland over the Southern Pacific, is not so well kept as Southern Oregon, but the whole section with its fields, woods and rivers, is very attractive, and seems to wait the title of "the land of opportunity."

Washington, along the north bank of the Columbia, is in the same class, even along the dry plains after passing the falls. A man from Honolulu wonders why they do not pump water from the Columbia where power and water are running to waste, and make the adjoining fields blossom with alfalfa or fruit, as some of them do.

Generally speaking, Montana does not look so "spruce and picked up" as either Oregon or North Dakota. On the other hand it does not appear to be crying out against hard times.

I had a pleasant chat this morning with a merchant about this morning. He is on his way to Billings, Montana, where he is growing in the Yellowstone Valley. This crop, coupled with wheat, makes the prospect bright where it was otherwise about the time Hawaii thought the bottom had dropped out.

The factory in the Yellowstone Valley has 15,000 acres of beet contracted for with the farmers of the district. The factory furnishes the seed, the farmer plants it and then pays the itinerant laborer, mostly Russians this year, 35¢ an acre for caring for the fields until the product is brought to maturity. Then the farmer delivers the beets alongside the track and the factory people pay the freight. The farmer is paid on the basis of a minimum content of sugar and advance for increased content. The Russians house themselves and feed to the towns for the winter.

It looks from this that even in the land of the blessed and native-born American population the farmer does not do all his own work.

On the other hand, this merchant told me of a young woman who left a good position in Billings and with her mother and brother took up a homestead. She had called in a day or two to say that she could now pay her bill of \$90. She had harvested 1200 bushels of wheat from her land, and naturally she now have ample funds. He spoke frequently of a progressive farmer of the section. Later he told me this man had started flat broke, saved his money and finally got hold of some land that was deemed by others valueless. He worked. A few weeks ago he incorporated his ranch for better administration by his family and the conservative valuation of this valueless farm land was \$100,000.

Coming along the Columbia River a brakeman pointed out a place where a man who had holed it far handed with 50 cents in his pocket. He got work, and worked at it. He has a farm and home and is rated at \$30,000. Yet, all along the way, the road is lined with hoboes. I didn't know there were so many. It all goes to show that there is no opportunity anywhere for men who will not work. And opportunity, happiness and comfort everywhere for those willing to work.

Oodles of American citizens are seeing their own country this year. I remarked to an Iowa farmer yesterday that I had met more Iowans than any other one state. He was surprised. He has run across people from the South everywhere. So it is obvious that citizens from the East, South and Middle West are traveling in droves. I heard of one 24-section train that the Southern Pacific road brought West without a hitch, and one of the men from Iowa—who made his

money as a newsboy and is still a newsboy in so far as he handles other newsboys and news routes, and is worth \$100,000, and reminded me much of Soap Box Baron—this Iowan said the Santa Fe is doing the bulk of the business. I have no reason to doubt this, and it means that thousands of our own people are now seeing their own country.

Personally, I cannot agree with the suggestion gained from a remark of Capt. Matson that this is only temporary. I think that the more they see of their own country the more they will want to see.

Hundreds are traveling West in their own automobiles. The railroads are carrying thousands, and by fall I guess it will run up to millions.

My former friend from Iowa was interesting. He has not seen any place he would rather live than Iowa. He thinks farming is all right. The best thing for a young man or any other man. He likes farming, but he is interested in these wires going across the country carrying high power electricity. He and his brothers took up an electric plant proposition for their town. They started in with a ten thousand dollar—"What you call 'em' Assets?"—and when they sold out the other day these "what you call 'em'" were rated at \$200,000. But he thinks farming is more certain. His brothers were electricians, and the town—it sounded like Clarinda—wanted the plant developed and they had carried electricity into other towns. On the other hand there were towns like Red Oak and others adjoining where men had put their money into electric plants and got nothing back. Electricity had treated him all right. So had farming. And farming he deemed the surest and most satisfactory.

Last evening I met a young man, a graduate from San Diego, a graduate of the University of Wisconsin. He inquired for his old friend Kim Ting Ho, who he said was very popular at Wisconsin. This young man is in the lumber business. His wife was Helena, Montana, girl and he is bound to the upper part of North Dakota, where he is to look after a couple of yards.

I gain from him the impression that the occasion for hard times for the lumber business in Washington and Oregon is the folly of the producers in cutting the price below the cost of production just to get the business. His talk makes me think that some lumbermen must be up to the same kind of foolishness as some printers.

Helena, Montana, must be something like Back Bay, Boston. I learn you can have a great time there, if you have letters to the right people.

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U. S. CONSULS GET ORDERS TO QUIT MEXICAN POSTS

Condition in Northern Sections Declared Boding on Anarchy

[Associated Press by Federal Wireles] WASHINGTON, D. C., Sept. 16.—Conditions almost anarchistic exist throughout some of the northern states of Mexico and the situation has become so threatening that yesterday the state department issued instructions to all American consuls and consular agents in Sonora and Chihuahua to leave their posts and return immediately to the United States.

EL PASO SALOONS CLOSED.

EL PASO, Texas, Sept. 16.—Yesterday was Mexican Independence Day and as a precaution all saloons here were closed. They will remain closed as long as the celebrations last. Secret precautions were taken to stifle any outbreak, but no serious disorder had been reported at nightfall.

GIRL, 3, IS MAILED TO SICK MOTHER BY PARCEL POST

JACKSON, Ky., Maud Smith, 3 years old, was sent here from her home in Morgan county by parcel post to the bedside of her mother, who had been stricken ill while visiting. The journey was almost 50 miles.

The child was dressed in her best bib and tucker for the trip. She arrived in fine spirits. Her mother had been calling for her since she was taken ill.

The father could not make the trip with the child, so he posted the necessary number of stamps to a railroad agent and sent her in care of Uncle Sam.

and have the right pedigree. So Helena, let what it seems to be from the railroad station.

2 p. m.—We have just spent 10 minutes at Jackson, in the station grounds is a plot of flowers—a flower garden—immature flowers, too, in good variety. Above this appears the sign "Flower Garden of the James-town Public Schools." I regret that we did not have time to stop and congratulate the pupils, the teachers and the people of the town on the idea and the perfection with which it is carried out. It is good for the town, good for the pupils and good for the people passing through. I wonder if a flower garden on some of the dreary waterfront spaces of Honolulu would be impossible. Certainly it would not appear more difficult than that school band over at Honolulu. We think it impractical merely because it has never been done.

PITTSBURGH, Pa., Sept. 15.—The heat wave continued in all its intensity yesterday and as a result the schools were not reopened. Three deaths during the day were traceable to the heat.

CHINESE MINISTER TO U. S. VISITS EXPOSITION

[Special Cable to Hawaii Ship] SAN FRANCISCO, Cal., Sept. 16.—Kai Pu Shih, minister to the United States from China, arrived here yesterday to visit the exposition.

UNIONS ADOPT NEW ATTITUDE TOWARD ALIENS

San Francisco Council Declares Labor Discrimination Must Cease

[Special Cable to Hawaii Ship] SAN FRANCISCO, Cal., Sept. 16.—The San Francisco Central Labor Council last night passed a resolution which expresses practically the same attitude toward aliens as advocated by Rev. Sidney D. Gulick, D. D. The resolution provides there shall be no race discrimination in labor circles and that five percent of the immigrants of all nations be allowed to remain in California.

HEAVY RAINS CAUSE FLOODS AND WASHOUTS IN CENTRAL STATES

[Associated Press by Federal Wireles] KANSAS CITY, Mo., Sept. 16.—A good rain was reported last night from large areas of southwestern Missouri, southeastern Kansas and northern Oklahoma, following the heaviest rainfall that has been experienced in this vicinity in years.

There have been many washouts on railroad lines and because of that railroad schedules are seriously interrupted.

No casualties have been reported, but it is declared the damage to crops and property in general is great.

CLEVELAND BANKS WON'T SUBSCRIBE

[Associated Press by Federal Wireles] CLEVELAND, Ohio, Sept. 16.—A canvass of the banks here was made yesterday to see how many would participate in the proposed billion-dollar plan of the Allies. Denial of intention to take any part in the loan was practically unanimous. One bank notified its depositors to this effect.

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that times have changed. Some may think that the dealer is just as susceptible to that "spread" as he used to be, but he is not, and that is based on experience and not theory.

But some may have good reason to believe that an advance sheet of magazine ads still influences the dealer to order liberally or to stock up for the demand which that proposed campaign prophesies. As far as established manufacturers are concerned, that may be quite true, because they have always run along so successfully, and the dealer feels that in their case he will not get stuck if he anticipates a fair demand for their goods. But, the sad part of it is that this whole system of dealer stimulation has suffered at the hands of that greatest of all success assassins, General Fake. Some careless manufacturers came along with some of those art sheets, and the dealer was frightened into filling up his shelves lest he be swamped with the resultant demand for Fake's Flaccid Flakes or some other "big seller" which, as far as you could tell from the eventual demand, was really advertised in the classified department of the magazines, if at all.

So, Mr. Dealer, after listening to this story of "Wolf," got to thinking: "There ain't no such animal." Perhaps your proposition may be the wolf, but, though it be a regular "bear" as to actual consumer demand, it has to suffer the suspicion to which that old cry of "Wolf" has made it subject.

Anyway, why don't a mere business-like "black-and-white" presentation of your proposed newspaper advertising have as good an effect in getting the dealer to put in an adequate stock? Why wouldn't it have a better effect—logically? Suppose you were spending \$100,000 per year. You are in 1000 towns where there are good newspapers, and where you have dealers. That would make an average of \$100 to each of these towns.

Suppose that this fall your travelers were to start off with a set of "mere black-and-white" copy to be used in these one thousand local newspapers. Even your poorest salesman could go into a store in some town of 25,000, where you have always found it hard to get representation. He could go to the very best merchant in that town and say, simply:

"If we run these ads in the local papers, how much of our goods do you think we could sell?"

The dealer would probably cast his eye over the series and say that he could sell such and such an amount. And he would be glad to order that amount.

THE DEALER'S ATTITUDE TOWARDS NEWS-PAPER ADVERTISING.

Some say that newspaper advertising lacks the "prestige"—that you can't enthuse a dealer with the mere black-and-white of newspaper ads which you propose to run for the promotion of the sale of your goods—that the only way to get a real, red-blooded dealer-enthusiasm team working your way is to flash before Mr. Dealer a great big sheet, showing (1) the pictures of the front covers of every good-looking magazine whose solicitor calls upon you; (2) a collection of nice, artistic representations of your proposed ads, all got up in soft, pretty half-tone effects.

Some say further that this is not theory. They know from actual experience on the road. All right—perhaps they did find, once upon a time, that a great big proof sheet of a proposed national campaign did open the dealer's eyes and start his order in the little book. But, does the dealer of today let his artistic sense run away with his head?

Anyway, that was some few years ago. The point is

BERNSTORFF SAYS NOT INVOLVED IN ANY CONSPIRACY

Denies Using American War Correspondent as Tool to Carry Despatches

[Associated Press by Federal Wireles] NEW YORK, N. Y., Sept. 16.—Count von Bernstorff, the German ambassador, has issued a direct denial of the charge that he, as well as Doctor Dumba, the Austro-Hungarian ambassador, has been using James J. Archibald as special messenger for the despatch of secret communications to his government.

Archibald, who is an accredited war correspondent, was reached by the American state department, was caught in London with letters for the Austro-Hungarian government, signed by the Austrian envoy to the United States.

Copies of the letters were sent to Washington and Dumba acknowledged that he had written and despatched the letters, which outlined his plans for the handicapping of the American trade with the Allies.

MUNITION WORKERS IN MASSACHUSETTS WALK OUT ON STRIKE

[Associated Press by Federal Wireles] LOWELL, Mass., Sept. 16.—Three thousand employees of the United States Cartridge Company walked out on strike last night, practically closing the plant. The men demand a 15 per cent increase in pay, an eight hour day and the abolishment of Sunday night shifts.

NEW GRADES DO AWAY WITH OVERCROWDING IN PUBLIC SCHOOLS

The plans of the department of public instruction to relieve congestion in the local public schools by establishing five new first grades and one new fourth grade, as reported in the Star-Bulletin Tuesday, have been adopted to the satisfaction of both the department and the members of the school commission.

"We are now able to accept every child of school age who wants to go to school," said Supt. Henry W. Kinney today. "There will be no overcrowding in the public schools of Honolulu during the coming year. While some of the children may have a hard time getting into the school which they have selected, nevertheless they will be placed in one school or another."

The public school at Waianae reported today that it has enrolled 203 students thus far this year. Last year 135 students attended.

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IN WAR ARENA

VIOLENT ARTILLERY DUELS ON WEST FRONT

LONDON, England, Sept. 16.—There has been no interruption during the past several days of the violent artillery duels along the western front, the big guns being particularly active before Ypres, north and south of Arras and along the Meuse.

Sir John French, the British commander-in-chief, in an official report of the fighting yesterday, states that the British and German artillerymen have been fighting southeast of Arras, in France, and before the Ypres salient in Flanders.

British Airmen Superior.

The report states that there were three air battles over the British lines yesterday, the British airmen demonstrating their superiority over the Germans by defeating and bringing down their adversary in each of the three duels.

During the past week, says the British commander's report, there have been 21 such battles in the air, with the British bringing down 11 of the Germans and driving the others back. In no instance has a British flyer been lost.

Hand-to-Hand Fighting.

An official report from Paris tells of violent artillery battles along the Picardy line, north and south of Arras and in the Roye region. Trench fighting, with hand grenades and bombs, has been in progress on the plateau of Quenneverre, without decisive advantage.

On the heights of the Meuse a German battery was destroyed by the French guns, while the advantage in the artillery duels in the forest of Apremont, at Leprieux and before St. Die in the Vosges, remains with the French.

HEAVY FIRING OFF HOLLAND MAY DENOTE SEA FIGHT

LONDON, England, September 16.—Indications that there has been a naval battle in the southern waters of the North Sea are contained in a despatch sent out yesterday afternoon from Maastricht, Holland, which states that heavy firing was heard in a westerly direction, continuing for upwards of an hour.

The firing was first heard at half past nine in the morning, evidencing a violent engagement of some nature. By 10 o'clock the firing was so heavy that windows at Maastricht and throughout the Hook of Holland rattled continuously.

TEUTON VICTORIES MAY BE DEFEATS IN DISGUISE

DECLARES KITCHENER

LONDON, England, September 16.—According to a statement of the situation outlined in the House of Lords yesterday by Lord Kitchener, the secretary of state for war for Britain, the Russian army is still undefeated and is still powerful for future offensives. The Germans have occupied much territory in their eastern drives, but it is only the gain of barren land and evacuated forts. In no particular have the expectations of the Germans been fulfilled and the victories of which they have been boasting may turn out eventually to be defeats in disguise.

British Short on Air Guns.

Arthur James Halford, first lord of the admiralty, in addressing the house of commons, admitted there was a great stringency in the supply of anti-aircraft guns and that the defenses against aerial raiders, deemed sufficient when the war broke out, have been found insufficient owing to the unforeseen offensive tactics of the enemy.

The defensive plans are being rapidly bettered now, he said.

FRENCH HAVE PLAN TO BEAT SUBMARINE WARFARE

PARIS, France, September 16.—The ministry of marine yesterday announced that it has a plan for defeating the designs of German submarines which is expected to prove so effective that only in a few cases will ship destruction by the undersea commerce raiders be possible. Great secrecy is maintained by the ministry on the details of its program, but it is understood the plan is either in operation or is about to be begun.

VIENNA ASSERTS SLAVS IN GALICIA HALTED

VIENNA, Austria, September 16.—The Russian drive in Galicia has been halted at one place, temporarily at least, according to an official report of the war office.

"Northeast of Dubno," the report says, "the enemy has delivered several attacks, but all have failed. We have taken 800 soldiers and six officers captive."

"In Lithuania the Austro-Hungarian forces have reached the Sozara river."

BELGIANS MUST BE GOOD OR LANGUISH IN JAIL

BRUSSELS, September 16.—Gen. von Bissing, governor of that part of Belgium in German control, has taken steps to counteract the belligerency of the native population. He has issued orders making it a misdemeanor punishable by two years in prison, or a fine of \$2000, for boycotting, blacklisting, insulting or threatening Germans or persons of German sympathies.

ROXALL DYSPEPSIA TABLETS

will relieve your indigestion. Many people in this town have used them and we have yet to hear of a case where they have failed. Write for the formula. Sold only by—Roxall's Dispensary.

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